From:	Steve Sebestyen
To:	Dana Coston; David M. Newlan
Cc:	Adeline Guyenne; Yassi Shahmiri
Subject:	Account Manager Introduction
Date:	Thursday, May 10, 2018 12:19:16 PM
Attachments:	Neighbors & CAD.pdf ATPFile_CE6EEE48-3663-4393-AEBB-9A55F7C1723F.token

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Dana / David - I want to introduce you to Adeline Guyenne. She will be your day-to-day account manager and will be with me on Monday as we on-board your department. There are a couple of things that we'll need to cover that she will be handling:

1. **Donation units.** Per the agreement, there's an initial amount of 30 Ring devices to be provided. I would recommend the Ring Video Doorbell 2 because they provide both battery and wired operation. Battery is great for ease of installation and reduced risk/liability for the department. Although, touching a live doorbell wire will only serve a brief wake-up. Regardless, we'll need to know what devices you want. Adeline can cover that and handle it.
2. **Calls-for-service data.** Per the agreement, we'll need to work with you to see how we can get access to relevant calls-for-service data. I've attached a document describing the process along with how, why and what we're looking for. Adeline can work with you or whomever in your department can help address this.

I've forwarded her the emails regarding the media side of things and will fill her in as necessary. I'm looking forward to our meeting on Monday.

Adeline - Take it away.

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Thanks,

Steve Sebestyen
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As seen on:
LAPD Crime Study: Ring Partners with LAPD to Reduce Crime in Wilshire Park
Shark Tank: Shark Tank's Biggest Company (password: ring)
LA Times: Ring modernized the doorbell, then went to war against crime
USA Today: Police say crime drops with video doorbell